

Report 1
29-Mar-95

WAIS, Inc.
FY1996 Income Statement Forecast

	Jul-95	Aug-95	Sep-95	Oct-95	Nov-95	Dec-95	Jan-96	Feb-96	Mar-96	Apr-96	May-96	Jun-96	Total
REVENUE													
Products	\$200,000	\$230,000	\$264,500	\$304,175	\$349,801	\$402,271	\$462,612	\$532,004	\$611,805	\$703,575	\$809,112	\$930,478	\$5,800,333
Government Contract	25,000	27,500	30,250	33,275	36,603	40,263	44,289	48,718	53,590	58,949	64,844	71,328	534,607
Production Services	200,000	220,000	242,000	266,200	292,820	322,102	354,312	389,743	428,718	471,590	518,748	570,623	4,276,857
International	25,000	26,250	27,563	28,941	30,388	31,907	33,502	35,178	36,936	38,783	40,722	42,758	397,928
VARs	25,000	26,250	27,563	28,941	30,388	31,907	33,502	35,178	36,936	38,783	40,722	42,758	397,928
Recurring	25,000	26,250	27,563	28,941	30,388	31,907	33,502	35,178	36,936	38,783	40,722	42,758	397,928
Total Revenue	500,000	556,250	619,438	690,472	770,387	860,357	961,721	1,075,998	1,204,921	1,350,463	1,514,871	1,700,705	11,805,582
			1,675,688			2,321,216			3,242,640			4,566,039	11,805,582
COST OF GOODS SOLD	50,000	55,000	60,500	66,550	73,205	80,526	88,578	97,436	107,179	117,897	129,687	142,656	1,069,214
GROSS MARGIN	450,000	501,250	558,938	623,922	697,182	779,832	873,143	978,562	1,097,742	1,232,566	1,385,184	1,558,049	10,736,368
	90%	90%	90%	90%	90%	91%	91%	91%	91%	91%	91%	92%	91%
Marketing & Sales	150,800	170,425	224,544	186,647	200,239	259,236	234,973	246,401	274,294	273,848	290,288	323,872	2,835,568
Washington Office	22,500	22,500	22,500	22,500	22,500	22,500	22,450	22,450	22,450	22,450	22,450	22,450	269,700
Production Services	81,895	87,925	99,816	91,367	101,739	100,817	102,817	103,817	102,817	103,789	103,789	103,789	1,184,379
Operations	21,900	21,900	21,900	21,900	21,900	21,900	21,900	21,900	21,900	21,900	21,900	21,900	262,800
Development	129,232	130,329	141,793	142,127	141,687	176,648	176,648	177,648	176,648	178,370	178,370	178,370	1,927,872
G&A	89,727	91,250	106,084	92,495	99,581	103,175	103,342	105,342	109,342	138,642	103,520	104,508	1,247,008
Total Expenses	496,054	524,329	616,637	557,036	587,647	684,277	662,131	677,558	707,451	738,999	720,319	754,890	7,727,326
Net Operating Income(Loss)	(46,054)	(23,079)	(57,699)	66,886	109,535	95,555	211,012	301,004	390,291	493,567	664,865	803,159	3,009,041
													25%
Interest Income (Expense)	(2,188)	(2,188)	(2,188)	(2,188)	(2,188)	(2,188)	(2,188)	(2,188)	(2,188)	(2,188)	(2,188)	(2,188)	(26,250)
Pretax Income(Loss) other	(48,241)	(25,266)	(59,887)	64,698	107,347	93,368	208,824	298,816	388,104	491,379	662,677	800,972	2,982,791
Income Taxes	(21,226)	(11,117)	(26,350)	38,467	47,233	41,082	91,883	131,479	170,766	216,207	291,578	352,428	1,322,428
NET INCOME(LOSS)	(\$27,015)	(\$14,149)	(\$33,537)	\$26,231	\$60,115	\$52,286	\$116,942	\$167,337	\$217,338	\$275,172	\$371,099	\$448,544	\$1,660,363

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WAIS, Inc.
FY1996 Balance Sheet Forecast

AR Days	45	45	45	45	45	45	45	45	45	45	45	45	45
	Jun-95	Jul-95	Aug-95	Sep-95	Oct-95	Nov-95	Dec-95	Jan-96	Feb-96	Mar-96	Apr-96	May-96	Jun-96
Current Assets													
Cash	\$200,409	\$1,194,452	\$994,735	\$897,017	\$418,152	\$408,040	\$279,595	\$198,592	\$349,727	\$572,912	\$242,519	\$686,687	\$594,074
Accounts Receivable	653,333	750,000	834,375	929,156	1,035,708	1,155,580	1,290,536	1,442,581	1,613,997	1,807,382	2,025,695	2,272,306	2,551,057
Deposits & Prepaids	47,493	47,493	47,493	47,493	47,493	47,493	47,493	47,493	47,493	47,493	47,493	47,493	47,493
Total Current Assets	901,235	1,991,945	1,876,603	1,873,666	1,501,353	1,611,113	1,617,624	1,688,666	2,011,217	2,427,787	2,315,706	3,006,486	3,192,625
Fixed Assets													
Furniture	60,023	60,023	70,023	70,023	70,023	95,023	105,023	105,023	105,023	105,023	115,023	115,023	115,023
Equipment & Software	270,638	270,638	332,638	332,638	332,638	332,638	394,638	394,638	394,638	394,638	456,638	456,638	456,638
Production Services	85,082	85,082	120,082	120,082	120,082	120,082	155,082	155,082	155,082	155,082	190,082	190,082	190,082
Accumulated Depreciation	(110,203)	(121,084)	(134,660)	(148,403)	(162,145)	(175,888)	(192,742)	(209,762)	(226,782)	(243,803)	(263,518)	(283,399)	(303,281)
Net Fixed Assets	\$305,540	\$294,659	\$388,083	\$374,340	\$360,598	\$371,855	\$462,001	\$444,981	\$427,961	\$410,940	\$498,225	\$478,344	\$458,462
Other Assets	3,815	3,735	3,656	3,577	3,497	3,418	3,815	3,815	3,815	3,815	3,815	3,815	3,815
Total Assets	\$1,210,590	\$2,290,339	\$2,268,342	\$2,251,583	\$1,865,447	\$1,986,386	\$2,083,440	\$2,137,462	\$2,442,992	\$2,842,542	\$2,817,747	\$3,488,644	\$3,654,902
Current Liabilities													
Accounts Payable	100,000	\$85,090	\$88,359	\$131,488	\$96,929	\$110,521	\$114,207	\$119,375	\$126,089	\$137,535	\$139,813	\$148,033	\$157,325
Prior Year Taxes		\$416,276	\$416,276	\$416,276									
Deferred Revenue	7,100												
Accrued Income Taxes	416,276	(21,226)	(32,343)	(58,694)	(20,226)	27,006	68,088		131,479	302,245		291,578	
A/R Line of Credit	100,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
Current Portion of Leases													
Total Current Liabilities	623,376	730,139	722,292	739,070	326,703	387,527	432,295	369,375	507,568	689,780	389,813	689,611	407,325
Equipment Leases													
Shareholders' Equity:													
Paid in Capital	25,000	1,025,000	1,025,000	1,025,000	1,025,000	1,025,000	1,025,000	1,025,000	1,025,000	1,025,000	1,025,000	1,025,000	1,025,000
Current Year Income (Loss)	524,565	(27,015)	(41,164)	(74,701)	(48,470)	11,645	63,930	180,872	348,209	565,547	840,720	1,211,819	1,660,363
Retained Earnings (Deficit)	37,649	562,214	562,214	562,214	562,214	562,214	562,214	562,214	562,214	562,214	562,214	562,214	562,214
Total Equity	587,214	1,560,199	1,546,050	1,512,514	1,538,744	1,598,859	1,651,145	1,768,087	1,935,424	2,152,762	2,427,934	2,799,033	3,247,578
Total Liabilities & Equity	\$1,210,590	\$2,290,339	\$2,268,342	\$2,251,583	\$1,865,447	\$1,986,386	\$2,083,440	\$2,137,462	\$2,442,992	\$2,842,542	\$2,817,747	\$3,488,644	\$3,654,902

WAIS, Inc.
FY1996 Sources & Uses of Cash Forecast

A/R Days:

	Jul-95	Aug-95	Sep-95	Oct-95	Nov-95	Dec-95	Jan-96	Feb-96	Mar-96	Apr-96	May-96	Jun-96	Total
Beginning Cash Balance	\$200,409	\$1,194,452	\$994,735	\$897,017	\$418,152	\$408,040	\$279,595	\$198,592	\$349,727	\$572,912	\$242,519	\$686,687	\$200,409
Sources of Cash													
Operations													
Revenues	500,000	556,250	619,438	690,472	770,387	860,357	961,721	1,075,998	1,204,921	1,350,463	1,514,871	1,700,705	11,805,582
Less accounts receivable increases	(98,687)	(84,375)	(94,781)	(108,552)	(119,872)	(134,956)	(152,045)	(171,418)	(193,385)	(218,313)	(246,611)	(278,751)	(1,897,724)
Other Sources of Cash													
Accounts Receivable Line	150,000												150,000
Accounts Payable Increases	(14,910)	3,270	43,128	(34,558)	13,591	3,687	5,168	6,714	11,446	2,277	8,220	9,292	57,325
Lease Increases													
Deferred Revenue Increases	(7,100)												(7,100)
Retained Earnings Changes													
Paid in Capital Increases	1,000,000												
Total Sources	1,531,323	475,145	567,785	549,362	664,106	729,088	814,844	911,296	1,022,982	1,134,427	1,276,480	1,431,245	10,108,082
Uses of Cash													
Operations:													
Operating expenses	498,241	526,516	618,824	559,224	589,834	686,464	664,318	679,746	709,638	741,187	722,506	757,078	7,753,576
Less Depreciation	(10,881)	(13,576)	(13,743)	(13,743)	(13,743)	(16,854)	(17,020)	(17,020)	(17,020)	(19,715)	(19,881)	(19,881)	(193,078)
Cost off Sales	50,000	55,000	60,500	66,550	73,205	80,526	88,578	97,436	107,179	117,897	129,687	142,656	1,069,214
Other													
Income Tax Expense													
Other Cash Payments													
Prior Year Tax Payments				416,276									416,276
Income Tax Payments		(0)	0				159,971			518,452		644,006	1,322,428
Deposits & Prepaids Increases													
Lease Payments													
Furniture		10,000			25,000	10,000				10,000			55,000
Equipment & Software		62,000				62,000				62,000			186,000
Production Services Assets		35,000				35,000				35,000			105,000
Other Asset Increases	(80)	(79)	(79)	(80)	(79)	397							
Total Uses	537,280	674,862	665,503	1,028,227	674,218	857,533	895,847	760,161	799,797	1,464,821	832,312	1,523,857	10,714,417
Ending Cash Balance	\$1,194,452	\$994,735	\$897,017	\$418,152	\$408,040	\$279,595	\$198,592	\$349,727	\$572,912	\$242,519	\$686,687	\$594,074	(\$405,926)

Company-Wide Expenses
FY1996

	Jul-95	Aug-95	Sep-95	Oct-95	Nov-95	Dec-95	Jan-96	Feb-96	Mar-96	Apr-96	May-96	Jun-96	Total
Salaries	271,258	289,725	303,058	303,058	316,313	327,980	332,980	332,980	332,980	332,980	332,980	332,980	3,809,275
Payroll Taxes	13,544	13,159	16,156	14,540	15,812	29,518	29,968	29,968	29,968	29,968	29,968	29,968	282,540
Medical Insurance	5,065	5,441	5,516	5,693	6,001	10,289	10,439	10,439	10,439	10,439	10,439	10,439	100,641
Consulting	51,250	51,250	51,250	51,250	51,250	66,250	66,250	66,250	66,250	66,250	66,250	66,250	720,000
Recruiting	5,000	5,000	15,000	5,000	15,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	80,000
Travel	15,500	15,500	15,500	17,500	17,500	17,500	24,500	24,500	24,500	24,500	24,500	24,500	246,000
Training	0	0	0	0	0	0	0	3,000	0	0	0	0	3,000
Depreciation	10,881	13,576	13,743	13,743	13,743	16,854	17,020	17,020	17,020	19,715	19,881	19,881	193,078
Equipment Rent/Lease	1,025	1,000	1,000	1,016	1,000	1,200	1,200	1,200	1,200	1,200	1,200	1,200	13,441
Equipment/Software	2,650	2,756	2,650	3,347	2,650	4,700	4,700	4,700	4,700	4,700	4,700	4,700	46,953
Network access	4,800	4,800	4,800	5,800	5,800	5,800	5,800	5,800	5,800	5,800	5,800	5,800	66,600
Computer supplies	4,000	4,000	4,000	4,000	4,000	4,500	4,500	4,500	4,500	4,500	4,500	4,500	51,500
Other	5,800	5,800	5,550	5,858	5,816	5,800	5,800	5,800	5,800	40,100	5,800	5,800	103,724
													0
Marketing\Sales Only													0
Commissions	25,000	27,813	30,972	34,524	38,519	43,018	48,086	53,800	60,246	67,523	75,744	85,035	590,279
Advertising	0	0	0	0	0	0	0	0	0	0	0	0	0
Seminars	0	0	0	0	0	0	0	0	0	0	0	0	0
Public Relations	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	120,000
Direct Mail	0	0	15,000	0	0	0	0	0	0	0	0	0	15,000
Trade Shows	0	0	0	0	0	15,000	0	0	15,000	0	0	15,000	45,000
Collateral Development	0	0	30,000	0	0	30,000	0	0	0	0	0	0	60,000
Collateral	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	120,000
Advertising	25,000	27,813	30,972	34,524	38,519	43,018	48,086	53,800	60,246	67,523	75,744	85,035	590,279
													0
G&A Only													0
Office Rent	16,500	16,500	16,500	16,500	16,500	16,500	16,500	16,500	16,500	16,500	16,500	16,500	198,000
Office Supplies	2,050	2,050	2,050	2,050	2,050	3,050	3,000	3,000	3,000	3,000	3,000	3,000	31,300
Office Maintenance	80	1,431	1,086	1,484	353	150	150	150	150	150	150	150	5,484
Postage & Delivery	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	1,150	162	1,150	12,812
Telephone	5,500	5,500	5,500	5,500	5,500	6,500	6,500	7,500	7,500	7,500	7,500	7,500	78,000
Equipment Repair	0	0	184	0	170	250	250	250	250	250	250	250	2,104
Bank Charges	0	0	0	0	0	150	150	150	150	150	150	150	1,050
Dues & Subscriptions	0	66	0	0	0	100	100	100	100	100	100	100	766
Legal & Accounting	10,000	10,000	25,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	135,000
Casualty Insurance	0	0	0	0	0	0	0	0	5,000	0	0	0	5,000
Meetings	0	0	0	0	0	0	0	0	0	0	0	0	0
Property Tax	0	0	0	500	0	0	0	0	0	0	0	0	500
	0	0	0	0	0	0	0	0	0	0	0	0	0
	496,054	524,329	616,637	557,036	587,647	684,277	662,131	677,558	707,451	738,999	720,319	754,890	7,727,326
													0
Marketing & Sales	150,800	170,425	224,544	186,647	200,239	259,236	234,973	246,401	274,294	273,848	290,288	323,872	2,835,568
Washington Office	22,500	22,500	22,500	22,500	22,500	22,500	22,450	22,450	22,450	22,450	22,450	22,450	269,700
Operations	21,900	21,900	21,900	21,900	21,900	21,900	21,900	21,900	21,900	21,900	21,900	21,900	262,800
Development	129,232	130,329	141,793	142,127	141,687	176,648	176,648	177,648	176,648	178,370	178,370	178,370	1,927,872
Publishing	81,895	87,925	99,816	91,367	101,739	100,817	102,817	103,817	102,817	103,789	103,789	103,789	1,184,379
G&A	89,727	91,250	106,084	92,495	99,581	103,175	103,342	105,342	109,342	138,642	103,520	104,508	1,247,008
	496,054	524,329	616,637	557,036	587,647	684,277	662,131	677,558	707,451	738,999	720,319	754,890	7,727,326
													0
Accounts payable (see bold ite	85,090	88,359	131,488	96,929	110,521	114,207	119,375	126,089	137,535	139,813	148,033	157,325	

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Marketing & Sales Expenses
FY1996

		Jul-95	Aug-95	Sep-95	Oct-95	Nov-95	Dec-95	Jan-96	Feb-96	Mar-96	Apr-96	May-96	Jun-96	Total
Salaries		58,750	71,250	73,750	73,750	78,751	78,751	83,751	83,751	83,751	83,751	83,751	83,751	937,509
Payroll Taxes	9.0%	5,288	6,413	6,638	6,638	7,088	7,088	7,538	7,538	7,538	7,538	7,538	7,538	84,376
Medical Insurance	3.0%	1,763	2,138	2,213	2,213	2,363	2,363	2,513	2,513	2,513	2,513	2,513	2,513	28,125
Consulting		5,000	5,000	5,000	5,000	5,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	95,000
Recruiting														
Travel		10,000	10,000	10,000	10,000	10,000	10,000	15,000	15,000	15,000	15,000	15,000	15,000	150,000
Training														
Depreciation														
Equipment Rent/Lease														
Equipment/Software														
Network access														
Computer supplies														
Other														
Marketing\Sales Only														
Commissions		25,000	27,813	30,972	34,524	38,519	43,018	48,086	53,800	60,246	67,523	75,744	85,035	590,279
Seminars														
Public Relations		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	120,000
Direct Mail				15,000										15,000
Trade Shows							15,000			15,000			15,000	45,000
Collateral Development				30,000			30,000							60,000
Collateral		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	120,000
Advertising	5.0%	25,000	27,813	30,972	34,524	38,519	43,018	48,086	53,800	60,246	67,523	75,744	85,035	590,279
		150,800	170,425	224,544	186,647	200,239	259,236	234,973	246,401	274,294	273,848	290,288	323,872	2,835,568
					732,416	932,655								674,701
														Increase(decrease) 2,160,867

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Marketing & Sales Salaries
FY1996

	Title	Name	Jul-95	Aug-95	Sep-95	Oct-95	Nov-95	Dec-95	Jan-96	Feb-96	Mar-96	Apr-96	May-96	Jun-96	Total
\$60,000	VP Sales & Mktg	Bruce Gilliat	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
\$20,000	Sales Assistant	Than Lee	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	20,000
\$48,000	VAR Mgr	Cindy Miller	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	48,000
\$65,000	Product Mktng Mgr	TBH	5,417	5,417	5,417	5,417	5,417	5,417	5,417	5,417	5,417	5,417	5,417	5,417	65,000
\$40,000	Telesales Rep	Kevin Cronin	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	40,000
\$30,000	Telesales Rep	TBH	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
\$48,000	Federal Sales Rep	TBH	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	48,000
\$48,000	Online Sales	Larry Stienberg	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	48,000
\$75,000	Marcom Mgr	TBH	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	75,000
\$35,000	Marketing Support	Dia Chenney	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	35,000
\$80,000	Business Development	John Duhring	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	80,000
\$60,000	Sales Engineer			5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	55,000
\$60,000	Sales Engineer			5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	55,000
\$48,000	Sales Rep	TBH	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	48,000
\$48,000	Sales Rep	TBH	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	48,000
\$30,000	Telesales Rep	TBH		2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	27,500
\$30,001	Telesales Rep	TBH			2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	25,001
\$30,002	Telesales Rep	TBH				2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	20,001
\$30,003	Telesales Rep	TBH					2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	20,002
\$30,004	Telesales Rep	TBH						2,500	2,500	2,500	2,500	2,500	2,500	2,500	15,002
\$30,005	Telesales Rep	TBH							2,500	2,500	2,500	2,500	2,500	2,500	15,003
\$60,000	Sales Manager	TBH	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
	Total		58,750	71,250	73,750	73,750	78,751	78,751	83,751	83,751	83,751	83,751	83,751	83,751	937,509
	Commission Rate		5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	
Contractors															

Commision Rate Calculation

Quota Full Quota
Comp Base Commission Rate

3/29/95

**Washington Expenses
FY1996**

		Jul-95	Aug-95	Sep-95	Oct-95	Nov-95	Dec-95	Jan-96	Feb-96	Mar-96	Apr-96	May-96	Jun-96	Total
Department direct														
Salaries		15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	180,000
Contractors														
Total salaries & contractors		15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	180,000
Payroll Taxes														
9%		1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	16,200
Medical Insurance														
6%		900	900	900	900	900	900	900	900	900	900	900	900	10,800
Total insurance & taxes		2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	27,000
Department overhead														
Recruiting														
Travel		2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
Training														
Depreciation														
Equipment Rent/Lease		200	200	200	200	200	200	200	200	200	200	200	200	2,400
Equipment/Software		150	150	150	150	150	150	150	150	150	150	150	150	1,800
Network access		500	500	500	500	500	500	500	500	500	500	500	500	6,000
Computer supplies		100	100	100	100	100	100	100	100	100	100	100	100	1,200
Other		100	100	100	100	100	100	100	100	100	100	100	100	1,200
Office Rent														
1,500		1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
Office Supplies		50	50	50	50	50	50	50	50	50	50	50	50	300
Office Maintenance/security														
Postage & Delivery		150	150	150	150	150	150	150	150	150	150	150	150	1,800
Telephone		500	500	500	500	500	500	500	500	500	500	500	500	6,000
Equipment Repair														
Dues & Subscriptions														
Total department overhead		5,250	5,250	5,250	5,250	5,250	5,250	5,200	5,200	5,200	5,200	5,200	5,200	62,700
Cumulative														
22,500		22,500	22,500	22,500	22,500	22,500	22,500	22,450	22,450	22,450	22,450	22,450	22,450	269,700
					90,000	112,500								189,608
													was	
													Increase (decrease)	80,092

**Washington Salaries
FY1996**

[illegible]

Production Services Expenses
FY1996

	Jul-95	Aug-95	Sep-95	Oct-95	Nov-95	Dec-95	Jan-96	Feb-96	Mar-96	Apr-96	May-96	Jun-96	Total
Department Direct													
Salaries	59,667	65,633	65,633	65,633	65,633	65,633	65,633	65,633	65,633	65,633	65,633	65,633	781,633
Consulting	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	120,000
Total salaries + contractors	69,667	75,633	75,633	75,633	75,633	75,633	75,633	75,633	75,633	75,633	75,633	75,633	901,633
Payroll Taxes	9.0%	842	-43	1,848	383	771	5,907	5,907	5,907	5,907	5,907	5,907	45,150
Medical Insurance	3.0%	498	499	499	499	499	1,969	1,969	1,969	1,969	1,969	1,969	16,277
Total insurance + taxes		1,340	456	2,347	882	1,270	7,876	7,876	7,876	7,876	7,876	7,876	61,427
Department Overhead													
Recruiting			10,000		10,000								20,000
Travel	1,000	1,000	1,000	3,000	3,000	3,000	5,000	5,000	5,000	5,000	5,000	5,000	42,000
Training								1,000					1,000
Depreciation	2,363	3,336	3,336	3,336	3,336	4,308	4,308	4,308	4,308	5,280	5,280	5,280	48,777
Equipment Rent/Lease	25	0		16									41
Equipment/Software	1,000	1,000	1,000	1,000	1,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	19,000
Network access	1,000	1,000	1,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	21,000
Computer supplies	500	500	500	500	500	1,000	1,000	1,000	1,000	1,000	1,000	1,000	9,500
Other	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Total department overhead	10,888	11,836	21,836	14,852	24,836	17,308	19,308	20,308	19,308	20,280	20,280	20,280	221,318
													0
													0
													0
													0
	81,895	87,925	99,816	91,367	101,739	100,817	102,817	103,817	102,817	103,789	103,789	103,789	1,184,379
				361,003							was		577,387
			37,614								increase (decrease)		606,992

Report 5A
29-Mar-95

**Production Services Salaries
FY1996**

[illegible]

Consultants

[illegible]

Report 6
29-Mar-95

Development Expenses
FY1996

	Jul-95	Aug-95	Sep-95	Oct-95	Nov-95	Dec-95	Jan-96	Feb-96	Mar-96	Apr-96	May-96	Jun-96	Total
Department Direct													
Salaries	80,300	80,300	91,133	91,133	91,133	102,800	102,800	102,800	102,800	102,800	102,800	102,800	1,153,600
Contractors	31,250	31,250	31,250	31,250	31,250	41,250	41,250	41,250	41,250	41,250	41,250	41,250	445,000
Total salaries + contractors	111,550	111,550	122,383	122,383	122,383	144,050	144,050	144,050	144,050	144,050	144,050	144,050	1,598,600
Payroll Taxes	9.0%	886	261	1,142	991	682	9,252	9,252	9,252	9,252	9,252	9,252	68,726
Medical Insurance	3.0%	178	178	178	355	266	3,084	3,084	3,084	3,084	3,084	3,084	22,743
Total insurance & taxes		1,064	439	1,320	1,346	948	12,336	12,336	12,336	12,336	12,336	12,336	91,469
Department overhead													
Recruiting	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Travel	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Training								1,000					1,000
Depreciation	7,518	9,240	9,240	9,240	9,240	10,962	10,962	10,962	10,962	12,684	12,684	12,684	126,379
Equipment Rent/Lease	300	300	300	300	300	500	500	500	500	500	500	500	5,000
Equipment/Software	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
Network access	300	300	300	300	300	300	300	300	300	300	300	300	3,600
Computer supplies	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
Other			-250	58	16								-176
Total dept overhead	16,618	18,340	18,090	18,398	18,356	20,262	20,262	21,262	20,262	21,984	21,984	21,984	237,803

129,232	130,329	141,793	142,127	141,687	176,648	176,648	177,648	176,648	178,370	178,370	178,370	1,927,872
Cummulative			543,481	685,169						Was		
		58,926								Increase (Decrease)		

**Development Contractors
FY1996**

Report 6B
29-Mar-95

Development Salaries
FY1996

[illegible]

29-Mar-95

FY1996[illegible]

**Operations Contractors
FY1996**

[illegible]

Operations Salaries
FY1996

[illegible]

Report 7
29-Mar-95

G&A Expenses
FY1996

		Jul-95	Aug-95	Sep-95	Oct-95	Nov-95	Dec-95	Jan-96	Feb-96	Mar-96	Apr-96	May-96	Jun-96	Total
Salaries		41,292	41,292	41,292	41,292	49,546	49,546	49,546	49,546	49,546	49,546	49,546	49,546	561,533
Payroll Taxes	9.0%	3,716	3,716	3,716	3,716	4,459	4,459	4,459	4,459	4,459	4,459	4,459	4,459	50,538
Medical Insurance	3.0%	1,239	1,239	1,239	1,239	1,486	1,486	1,486	1,486	1,486	1,486	1,486	1,486	16,846
Consulting		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Recruiting														
Travel		2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
Training									1,000					1,000
Depreciation		1,000	1,000	1,167	1,167	1,167	1,584	1,750	1,750	1,750	1,750	1,917	1,917	17,921
Equipment Rent/Lease		500	500	500	500	500	500	500	500	500	500	500	500	6,000
Equipment/Software			106		697		1,050	1,050	1,050	1,050	1,050	1,050	1,050	8,153
Network access		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
Computer supplies		200	200	200	200	200	200	200	200	200	200	200	200	2,400
Other		700	700	700	700	700	700	700	700	700	35,000	700	700	42,700
G & A ONLY														
Office Rent		15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	180,000
Office Supplies		2,000	2,000	2,000	2,000	2,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	31,000
Office Maintenance/security		80	1,431	1,086	1,484	353	150	150	150	150	150	150	150	5,484
Postage & Delivery		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12	1,000	11,012
Telephone		5,000	5,000	5,000	5,000	5,000	6,000	6,000	7,000	7,000	7,000	7,000	7,000	72,000
Equipment Repair				184		170	250	250	250	250	250	250	250	2,104
Bank Charges							150	150	150	150	150	150	150	1,050
Dues & Subscriptions			66				100	100	100	100	100	100	100	766
Legal & Accounting		10,000	10,000	25,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	135,000
Casualty Insurance										5,000				5,000
Meetings														
Property Tax					500									500

89,727	91,250	106,084	92,495	99,581	103,175	103,342	105,342	109,342	138,642	103,520	104,508	1,247,008
Cummulative			379,556	479,137						was		676,159
										increase(decrease)		570,849

**G&A Salaries
FY1996**

[illegible]

Report 7
29-Mar-95

G&A Expenses
FY1996

	Jul-95	Aug-95	Sep-95	Oct-95	Nov-95	Dec-95	Jan-96	Feb-96	Mar-96	Apr-96	May-96	Jun-96	Total
Salaries	41,292	41,292	41,292	41,292	49,546	49,546	49,546	49,546	49,546	49,546	49,546	49,546	561,533
Payroll Taxes 9.0%	3,716	3,716	3,716	3,716	4,459	4,459	4,459	4,459	4,459	4,459	4,459	4,459	50,538
Medical Insurance 3.0%	1,239	1,239	1,239	1,239	1,486	1,486	1,486	1,486	1,486	1,486	1,486	1,486	16,846
Consulting	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Recruiting													
Travel	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
Training								1,000					1,000
Depreciation	1,000	1,000	1,167	1,167	1,167	1,584	1,750	1,750	1,750	1,750	1,917	1,917	17,921
Equipment Rent/Lease	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Equipment/Software		106		697		1,050	1,050	1,050	1,050	1,050	1,050	1,050	8,153
Network access	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
Computer supplies	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Other	700	700	700	700	700	700	700	700	700	35,000	700	700	42,700
G & A ONLY													
Office Rent	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	180,000
Office Supplies	2,000	2,000	2,000	2,000	2,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	31,000
Office Maintenance/security	80	1,431	1,086	1,484	353	150	150	150	150	150	150	150	5,484
Postage & Delivery	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12	1,000	11,012
Telephone	5,000	5,000	5,000	5,000	5,000	6,000	6,000	7,000	7,000	7,000	7,000	7,000	72,000
Equipment Repair			184		170	250	250	250	250	250	250	250	2,104
Bank Charges						150	150	150	150	150	150	150	1,050
Dues & Subscriptions		66				100	100	100	100	100	100	100	766
Legal & Accounting	10,000	10,000	25,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	135,000
Casualty Insurance									5,000				5,000
Meetings													
Property Tax				500									500

89,727	91,250	106,084	92,495	99,581	103,175	103,342	105,342	109,342	138,642	103,520	104,508	1,247,008
Cummulative			379,556	479,137						was		676,159
										increase(decrease)		570,849

**G&A Salaries
FY1996**

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